WATERMARK 3.X

Price List

FileNET

PRODUCTS

Watermark® Client 3.x

Requires Microsoft® Windows®. Includes 16-and 32-bit software.

Model No.	Quantity	Description	Price
302693	1	Seat Client License	US$295
302694	5	Seat Client License	US$1,395
302695	25	Seat Client License	US$5,895
302696	100	Seat Client License	US$21,995
302739	1	Not for Resale License (*limit 5 per PO*)	US$0

Watermark Server 3.x

Requires one server license per server, plus one server access license for each client accessing the server. Each server also requires Microsoft Windows NT server and Microsoft SQL server for NT.

Server License

Model No.	Quantity	Description	Price
303617	1	Server License	US$7,495

Server Access License

Model No.	Quantity	Description	Price
303614	5	Seat Server Access License	US$995
303615	25	Seat Server Access License	US$3,995
303616	100	Seat Server Access License	US$11,995

Watermark Pilot Plus ❖Best Value❖

The easiest way to purchase and implement a Watermark document-imaging and workflow solution! Includes: 10-seat client license, one server license, 10-seat server access license, 10-seat Integrated WorkFlo® client license and two-seat Fax Router license.

Model No.	Quantity	Description	Price
303612	1	Pilot Plus	US$13,000

Watermark Developers Toolkit 3.x

Includes one-seat license of Watermark Client and Developer's Toolkit 3.x.

Model No.	Quantity	Description	Price
302698	1	Seat Toolkit License	US$3,995

Watermark Fax Router 2.x

Two-seat license includes one manual and one automatic Fax Router license.

Model No.	Quantity	Description	Price
301494	2	Seat Router License	US$1,995

Watermark DiskExtender 3.x

Requires one license for each jukebox managed by Watermark DiskExtender. License fees are based on the capacity of the jukebox. Add-on licenses are available for configurations using multiple storage devices where the license for the additional jukebox is the same size or smaller as the original license purchased. See the list of DiskExtender supported devices for the jukebox models available within each category.

Jukebox License

Model No.	Quantity	Description	Price
303618	1	WM DiskExtender 3.x Pkg, DE-OA	US$439
303621	1	WM DiskExtender 3.x Pkg, DE-OB	US$1,429
303622	1	WM DiskExtender 3.x Pkg, DE-OC	US$3,299
303623	1	WM DiskExtender 3.x Pkg, DE-OD	US$4,399
303624	1	WM DiskExtender 3.x Pkg, DE-OE	US$5,499
303625	1	WM DiskExtender 3.x Pkg, DE-OF	US$7,699
303626	1	WM DiskExtender 3.x Pkg, DE-OG	US$8,799
303627	1	WM DiskExtender 3.x Pkg, DE-OH	US$11,549
303628	1	WM DiskExtender 3.x Pkg, DE-OI	US$17,599
303629	1	WM DiskExtender 3.x Pkg, DE-OJ	US$26,399
303630	1	WM DiskExtender 3.x Pkg, DE-OK	US$29,699
303631	1	WM DiskExtender 3.x Pkg, DE-OL	US$37,399
303632	1	WM DiskExtender 3.x Pkg, DE-OM	US$40,699
303633	1	WM DiskExtender 3.x Pkg, DE-ON	US$43,999

Add-On Jukebox License

Model No.	Quantity	Description	Price
303364	1	WM DiskExtender 3.x Pkg, DE-OA-AD	US$285
303365	1	WM DiskExtender 3.x Pkg, DE-OB-AD	US$923
303636	1	WM DiskExtender 3.x Pkg, DE-OC-AD	US$2,144
303637	1	WM DiskExtender 3.x Pkg, DE-OD-AD	US$2,859
303638	1	WM DiskExtender 3.x Pkg, DE-OE-AD	US$3,574
303639	1	WM DiskExtender 3.x Pkg, DE-OF-AD	US$5,004
303640	1	WM DiskExtender 3.x Pkg, DE-OG-AD	US$5,719
303641	1	WM DiskExtender 3.x Pkg, DE-OH-AD	US$7,501
303642	1	WM DiskExtender 3.x Pkg, DE-OI-AD	US$11,439
303643	1	WM DiskExtender 3.x Pkg, DE-OJ-AD	US$17,159
303644	1	WM DiskExtender 3.x Pkg, DE-OK-AD	US$19,337
303645	1	WM DiskExtender 3.x Pkg, DE-OL-AD	US$24,309
303646	1	WM DiskExtender 3.x Pkg, DE-OM-AD	US$26,454
303647	1	WM DiskExtender 3.x Pkg, DE-ON-AD	US$28,599

MISCELLANEOUS

Documentation

Model No.	Quantity	Description	Price
303714	1	Watermark 3.x Documentation CD	US$50
301501	1	Watermark Fax Router Administrators Guide	US$15

MICROSOFT | **PRODUCTS** | **SEARCH** | **SUPPORT** | **SHOP** | **WRITE US**

Microsoft

Microsoft SQL Server

Go to...

Select from the alphabetical list of all products

- **Visit the Microsoft® SQL Server 6.5 Website**

- **General Information**
  Overview
  Features
  Requirements
  Evaluation Tools
  Common Questions
  Support Options
  Related Products
  Related Books

- **Pricing**
  Standard Pricing
  Academic Pricing
  Volume Pricing

- **To Products Home**

Standard Pricing

The prices listed here are valid only in the United States. Reseller prices will vary. To jump to Upgrade Eligibility and Additional Information notes click here.

Retail Upgrade Product ▪

SQL Server 6.5 Competitive/Version Upgrade from SQL 4.2X/6.0

Version:	**6.50**
Part Number:	**228-00285**
Environment:	**Win NT**
Media:	**CD-ROM**
Estimated Price:	**$499.00**

Retail Upgrade License Only ▪

SQL Client Access License 6.5 WinNT Competitive/Version Upgrade License Pak 5

Version:	**6.50**
Part Number:	**359-00214**
Environment:	**Win NT**
Media:	**Non-specific**
Estimated Price:	**$369.00**

SQL Client Access License 6.5 WinNT Competitive/Version Upgrade License Pak 20

Version:	**6.50**
Part Number:	**359-00215**
Environment:	**Win NT**
Media:	**Non-specific**
Estimated Price:	**$1189.00**

SQL Client Access License 6.5 WinNT Competitive/Version Upgrade License Pak

Version:	**6.50**
Part Number:	**359-00216**
Environment:	**Win NT**
Media:	**Non-specific**
Estimated Price:	**$79.95**

Retail Full Product ▪

SQL Server 6.5 25 Client Licenses

Version:	**6.50**
Part Number:	**228-00019**
Environment:	**Win NT**
Media:	**CD-ROM**
Estimated Price:	**$3999.00**

Notes: SQL Server, SQL Enterprise Manager and documentation. For use with Windows NT® Server.

SQL Server 6.5 10 Client Licenses

Version:	**6.50**
Part Number:	**228-00020**
Environment:	**Win NT**
Media:	**CD-ROM**
Estimated Price:	**$1999.00**

Notes: SQL Server, SQL Enterprise Manager and documentation. For use with Windows NT® Server.

SQL Server 6.5 5 Client Licenses

Version:	**6.50**
Part Number:	**228-00021**
Environment:	**Win NT**
Media:	**CD-ROM**
Estimated Price:	**$1399.00**

Notes: SQL Server, SQL Enterprise Manager and documentation. For use with Windows NT® Server.

SQL Workstation 6.5

Version:	**6.50**
Part Number:	**360-00007**
Environment:	**Win NT**
Media:	**CD-ROM**
Estimated Price:	**$499.00**

Notes: Single-user SQL Server, SQL Enterprise Manager and Visual Basic® and C Programmer?s Toolkits. For use with Windows NT Workstation in stand-alone or networked environments.

Retail License Only ■

SQL Server 6.5 License Pak

Version:	**6.50**
Part Number:	**228-00026**
Environment:	**Win NT**
Media:	**Non-specific**
Estimated Price:	**$849.00**

Notes: License to make one copy of the SQL Server database management system for use with Windows NT Server. Server license only. User licenses for client software acquired separately.

SQL Client Access License 6.5 WinNT License Pak 20

Version:	**6.50**
Part Number:	**359-00017**
Environment:	**Win NT**
Media:	**Non-specific**
Estimated Price:	**$2369.00**

Notes: 20 concurrent-use or per-seat-use licenses to access Microsoft SQL Server. SQL Server license acquired separately.

SQL Client Access License 6.5 WinNT License Pak 5

Version:	**6.50**
Part Number:	**359-00018**
Environment:	**Win NT**
Media:	**Non-specific**
Estimated Price:	**$739.00**

Notes: 5 concurrent-use or per-seat-use licenses to access Microsoft SQL Server. SQL Server license acquired separately. (Retail Only)

SQL Open Data Sys 6.5 License Pak

Version:	**6.50**
Part Number:	**523-00004**
Environment:	**Win NT**
Media:	**Non-specific**
Estimated Price:	**$1299.00**

Notes: MLP for ISVs/VARs building server-based applications that integrate SQL Server with external data sources.

SQL Server Internet Connector 6.5 License Pak

Version:	**6.50**
Part Number:	**530-00053**
Environment:	**Win NT**
Media:	**Non-specific**
Estimated Price:	**$2999.00**

Upgrade Eligibility and Additional Information ▪

UPGRADE PROCEDURES:

Competitive Upgrade

Beginning August 1, 1997 - SQL SERVER is going to allow competitive upgrades but some competitors may offer a licensing model that allows access to an unlimited number of server licenses with the purchase of client licenses. When one purchases SQL Server using this model, they can do a version/competitive upgrade for all the Competitors Client Access Licenses but do not qualifiy to acquire SQL Server version/competitive upgrades. One would purchase all new SQL Server Licenses. Example: Customer that has 5,000 client licenses and 100 servers as part of the competitor's unlimited server offer, would acquire 5,000 SQL Server Client Access License version/competitive upgrades and

100 new SQL Server Licenses.

Some of the products that can be used to upgrade are:

SQL SERVER 4.2x, 6,

SQL Server Workstation 4.2x, 6

Computer Associates OpenIngres

IBM DB2

Oracle 6 x or greater

Informix 6.x or greater

Progress

Sybase SQL Anywhere

Sybase SQL Server 4.x or greater

Sybase System 10

Sybase 11

Version Upgrade

Using a combination of the upgrade products listed below, customers can upgrade any release of SQL Server 4.2x or 6.0 to SQL Server version 6.5. Minor upgrades (from 6.0) need only use the SQL Server 6.5 Upgrade, while major upgrades (from 4.2x) must use the CAL Paks. Pricing is 50% of ERP. *Proof of purchase is required.*

SQL Server 6.5 Server Upgrade 228- 00055 $499.00

SQL Server 6.5 Client Access License 5 Pak Upgrade 359-00014 $399.00

SQL Server 6.5 Client Access License 20 Pak Upgrade 359-00013 $1189.00

SQL Server 6.5 Individual Client Access License Upgrade 359-00057 $79.95

The scenarios below illustrate some examples of upgrading from SQL Server 4.2x and 6.0 to SQL Server 6.5.

1. **From SQL Server 4.21a with 25 Client Access Licenses:**

   Customers upgrade to version 6.5 by purchasing 1 copy of the SQL Server 6.5 Server Upgrade, and 1 20 Pak and 1 5 Pak.

2. **From SQL Server 4.20 Workgroup (10 Users):**

   Customers upgrade to version 6.5 by purchasing 1 copy of the SQL Server 6.5 Server Upgrade and 2 CAL Upgrade 5 Paks.

3. **From SQL Server 4.21 Departmental (64 Users):**

   Customers upgrade to version 6.5 by purchasing 1 copy of the SQL Server 6.5 Server Upgrade, 3 CAL Upgrade 20 Paks, and 4 Individual CAL Upgrade Paks, for a total of 64 CALs .

4. **From SQL Server 6.0:**

   Customers move to version 6.5 by purchasing the SQL Server 6.5 Server Upgrade.

SQL WORKSTATION VERSION 6.5 UPGRADES:

Using the SQL Workstation Version Upgrade (360-00009) customers can upgrade a SQL Workstation 4.2x or 6.0 to SQL Workstation 6.5. *Proof of purchase is required.* $249.00

From SQL Workstation 4.2x or 6.0: Customers move to version 6.5 by purchasing the SQL Workstation 6.5 Version Upgrade.

SPECIAL UPGRADE OFFER:

Customers who purchased SQL Server or SQL Workstation version 6.0 after March 1, 1996 are entitled to upgrade the server and clients for which they are legally licensed, for a nominal cost covering shipping and handling. The special upgrade offer is available direct from Microsoft. Proof of purchased is required.

MICROSOFT MAINTENANCE:

Maintenance is available to customers who have purchased SQL Server under the Microsoft Select or Microsoft Open License programs. Maintenance is a two year agreement with Microsoft, where for a fixed fee the customer will receive automatic updates for any new product release for 2 years at no additional charge. The cost is approximately 15% per year of ERP of server and client software. Under Microsoft Maintenance, customers can accurately forecast software budgets based on discounted upgrade prices which are fixed for the entire term of the agreement.

Microsoft typically releases one major upgrade and a minimum of one minor upgrade for SQL Server every 12 to 18 months. Both major upgrades and minor upgrades are free to customers enrolled in Microsoft Maintenance.

NetRight Technologies
LIST PRICING

Effective January 1, 1998

I. PRODUCTS

Partners receive a discount off List Prices; please apply your list price discount to the amounts outlined below.

(Prices quoted are in U.S. Dollars and are subject to change. Prices do not include shipping, handling, duty charges or taxes.)

PRODUCT	CLIENT/WORKSTATION LICENSE FEE	SERVER LICENSE FEE
iMANAGE *Network* Three-Tier (Thin Client)	$469 (minus partner discount)	$6,900 (NRT DMS Server) (minus partner discount)
iMANAGE *Internet* (see NOTES below)	$369 (minus partner discount)	$5,900 (NRT DMS Server) (minus partner discount)
Remote Access Module (can be used only with the Thin Client) (see NOTES below)	$199 (minus partner discount)	N/A

IMPORTANT CHANGES FROM 1ST QUARTER '98 PROMOTIONAL PRICING:

- **Remote Access Module:**

  a. The Remote Access Module is sold as add-on licenses to Three-Tier/Thin Client users only. This module will **not** work with the Two-Tier/Thick Client software.

  b. If a customer purchases iManage Network *and* iManage Internet for all its users, then they will receive the Remote Access Module at no cost.

- **Software Subscription Service (SSS):**

  a. SSS purchased after March 31, 1998 **no longer includes a free upgrade to the Three-Tier/Thin Client software**. With SSS, Two-Tier customers can purchase the NRT DMS Server at list price, and Thin Client licenses for the difference between the prevailing Thin Client price and the price they paid for the Thick Client.

  b. There are now two separate SSS programs—one for Two-Tier/Thick Client and one for Three-Tier/Thin Client

Software Subscription Service (SSS)
(Prices quoted are in U.S. Dollars and are subject to change.)

PRODUCT	SERVER	USERS
iMANAGE *Network* Three-Tier	$250/NRT DMS Server (minus partner discount)	$55/User (minus partner discount)
iMANAGE *Internet*	$250/NRT DMS Server (minus partner discount)	$55/User (minus partner discount)
iMANAGE *Internet* with iMANAGE *Network* Three-Tier	$350/NRT DMS Server (minus partner discount)	$75/User (minus partner discount)

B. Upgrades (Partners receive a discount off Upgrade price listed below)

Users **not** covered by the SSS can obtain **iMANAGE** software updates or upgrades by paying a per user update fee of **$95/user**.

III. CONVERSIONS (Partners receive a discount off Promotional Prices listed below)

PRODUCT	PRICE
SoftSolutions Migration Kit	**$5,000** (minus partner discount)
Docs Classic Migration Kit	**$5,000** (minus partner discount)
Docs Open Migration Kit	**$5,000** (minus partner discount)

IV. TRAINING

End-User	Available through Authorized Training Centers
Certified Manage Administrator (CMA)	$2,000/person; 3 day course held in Chicago, IL
Certified Manage Engineer (CME)	$2,000/person; 2 day course held in Chicago, IL

V. SUPPORT

A. With purchase of Software Subscription Service (SSS):
Free support from 8:00 AM – 6:00 PM CST.

B. Daytime support charges without SSS are **$100** per incident.

C. After hours daily, seven days a week, Server/System Level Support is available at a cost of $200 per incident **for SSS Subscribers only.**

D. NOTE: **Complete Support Instructions will be forwarded to you.**

VI. MARKETING MATERIALS

iMANAGE *Network*/iMANAGE *Internet* Literature Packets (includes glossy press article reprints; product flyers; technical requirements, press releases, NRT folder, etc.)

A. Sold in packs of 10 (minimum order = 10 packets)

B. Cost for 10 packets = $50 + shipping & handling

C. Shipping & Handling Charges will be based on weight

- Minimum United States UPS charge = $15
- Minimum United States FedX charge = $30
- International charges = $100 +

TWO-TIER/THICK CLIENT
LIST PRICING

Effective January 1, 1998

NOTE: The Two-Tier/Thick Client will be sold through the end of 1998 and then will be discontinued.

PRODUCT	CLIENT/WORKSTATION LICENSE FEE	SERVER LICENSE FEE
iMANAGE *Network* Two-Tier (Thick Client)	$299 (minus partner discount)	$5,000 (File Server) (minus partner discount)

Software Subscription Service (SSS)
(Prices quoted are in U.S. Dollars and are subject to change.)

PRODUCT	SERVER	USERS
iMANAGE *Network* Two-Tier	$250/File Server (minus partner discount)	$55/User (minus partner discount)
iMANAGE *Internet* with iMANAGE *Network* Two-Tier	$350/NRT DMS Server (minus partner discount)	$75/User (minus partner discount)

FileNet Ensemble™ Price List

PRODUCTS

FileNet Ensemble Version 1.0

Requires Microsoft Windows 95 or Windows NT 4.0. Ensemble supports Microsoft Exchange, Windows Messaging, and Novell GroupWise 4.1a e-mail clients. Ensemble supports Microsoft Exchange, Microsoft Mail or Novell Group Wise 4.1a messaging servers.

Model Number	Quantity	Description	Price
302228	5	Seat Client License - CD-ROM Media	$995
302229	25	Seat Client License - CD-ROM Media	$4,725
302230	100	Seat Client License - CD-ROM Media	$16,900
302231	5	Seat Client License - 3.5" Diskette Media	$995
302232	25	Seat Client License - 3.5" Diskette Media	$4,725
302233	100	Seat Client License - 3.5" Diskette Media	$16,900

FileNet Ensemble Documentation

Three copies of the Ensemble User's Guide and one copy of the Administration and OLE Automation Guide are included in each software pack. Additional copies can be ordered on the following basis:

Model Number	Quantity	Description	Price
300686	1	Ensemble User's Guide	$40
302200	1	Ensemble Administration and OLE Automation	$35

FileNet

366 1096 20/583

This page intentionally left blank.

CARDIFF TELE*form*

Products & Services - English Version Products, U.S. Price List

PRODUCT	DESCRIPTION	PRICE
TELE*form* v7 Elite	Single User License	$6,000
TELE*form* v7 Enterprise	Single Server Base License - includes 1 each of the following: Reader, Designer, Verifier licenses	$9,500
	Additional *Reader* License	$5,000
	Additional *Verifier* License	$3,000
	Additional *Designer* License	$3,000
	Additional *Scan Station* License	$1,500
AutoMerge Publisher™	For use with TELE*form* v7 Products	$5,000
PDF+Forms™ v2	For use with TELE*form* v6 or v7 Products	$5,000
HTML+Forms™ v2	For use with TELE*form* v6 or v7 Products	$2,500

UPGRADES & ADD-ON PRODUCTS	DESCRIPTION	PRICE
To TELE*form* v7 Elite	From Version 5 - 6 Elite	$2,250
To TELE*form* v7 Elite	From Version 1 - 7 Standard	$3,500
To TELE*form* v7 Enterprise	From any previous version or configuration	Contact Cardiff
To PDF+Forms™ v2	From PDF+Forms v1	$1,500
To HTML+Forms™ v2	From HTML+Forms v1	$1,000
Multi-Pack Adobe® Acrobat® Licenses	Full versions of Acrobat for use with PDF+Forms	Contact Cardiff
Multi-Pack Adobe® Acrobat® Fill In Licenses	Full versions of Acrobat Fill In for use with PDF+Forms	Contact Cardiff

SERVICES	DESCRIPTION	PRICE
Annual Support & Maintenance	Technical support, new service packs and high performance scanner drivers for your Cardiff product	18% of list price with purchase, 25% of list price after purchase
TELE*form* Regional and On-Site Training Integration and Consulting Services	Formal Instruction for TELE*form* products Implementation Services, custom rules, etc.	Contact Cardiff

C A R D I F F
Put Information to Work™

**Prices are in U.S. currency and are for English versions only.
Contact your Cardiff representative for versions in other languages.**

Prices subject to change and do not include shipping and handling or applicable taxes.

This page intentionally left blank.

INFINISYS, INC.
PRICE LIST

Services

CONSULTANT	$150 /HR
ANALYST	$150 /HR
PROGRAMMER	$150 /HR
APPLICATIONS SPECIALIST	$125 /HR
TRAINER	$125 /HR
PROJECT MANAGER	$125 /HR
SUPPORT CONSULTANT	$125 /HR

This page intentionally left blank.

InfiniSys Flexible Support©Customer Support Program

InfiniSys **Flexible Support** was designed to enable our customers to flexibly manage their support program between unplanned support calls and planned consulting hours. This is the main feature that distinguishes our program from others. Customers can use support contract hours for either on-site, telephone or dial-up support on a call by call basis or for other general consultation. Listed below are the major features of the program and a question and answer section covering commonly asked questions.

We offer two types of **Flexible Support** Programs:

1) A **BASIC Flexible Support** Program

2) A **CUSTOM Flexible Support** Program

This document covers the features of the BASIC program. CUSTOM programs are designed to a customer's specific needs. Differences between the BASIC and CUSTOM contracts could include issues like coverage hours, response time windows, weekend hours, etc.

BASIC Flexible Support Program

The BASIC program is based on a customer pre-purchasing a block of support hours. The chart below shows our current rates* based on 50, 75 and 100 hours respectively. The savings dollars and percentages are in comparison to not having a contract.

	No Contract	50 Hours	75 Hours	100 or more Hours
Hourly Rate	$ 135.00	$ 120.00	$ 115.00	$ 110.00
Total Cost	?	$ 6,000.00	$ 8,625.00	$ 11,000.00
Savings $	Zero	$ 750.00	$ 1,500.00	$ 2,500.00
Savings %	Zero	11.1%	14.8%	18.5%

Each Flexible Support customer will receive a statement showing the number of hours used and the number of hours remaining per the contract on request. Customers can also renew their Flexible Support at the current contract rate if all the hours are consumed before the calendar expiration date of the contract.

Based on structure and economics of the Flexible Support program we do not offer refunds, carryovers or substitute services for unconsummed hours. Flexible Support consulting (not support) services will be subject to the availability of InfiniSys personnel based on pre-arranged appointments.

* These rates are effective 1-1-97 and are subject to change without notice.

This page intentionally left blank.